

FIG. 1

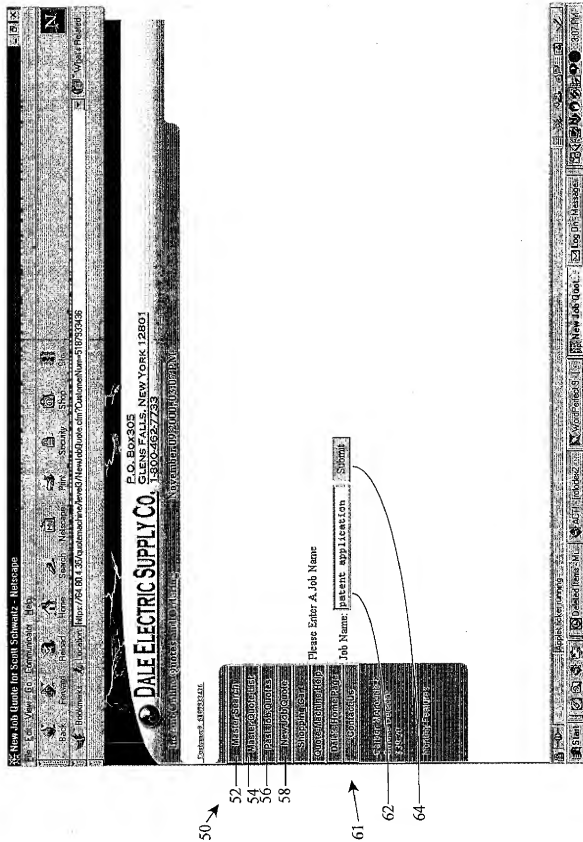
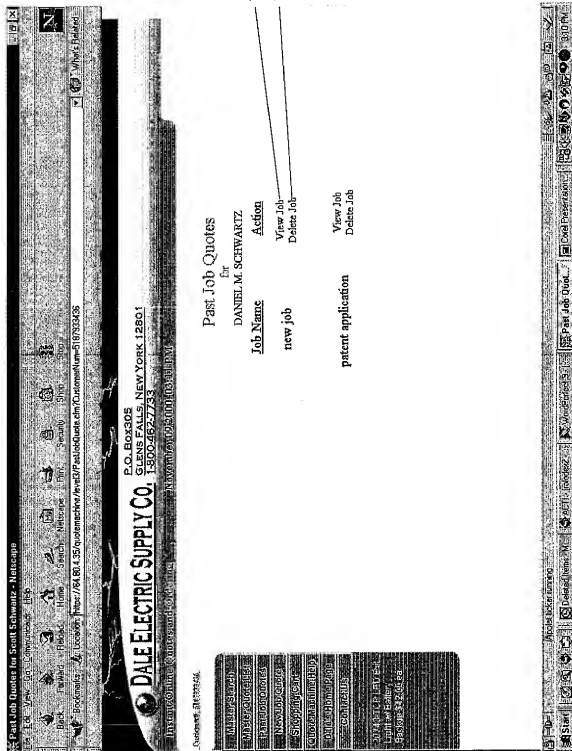


FIG. 2



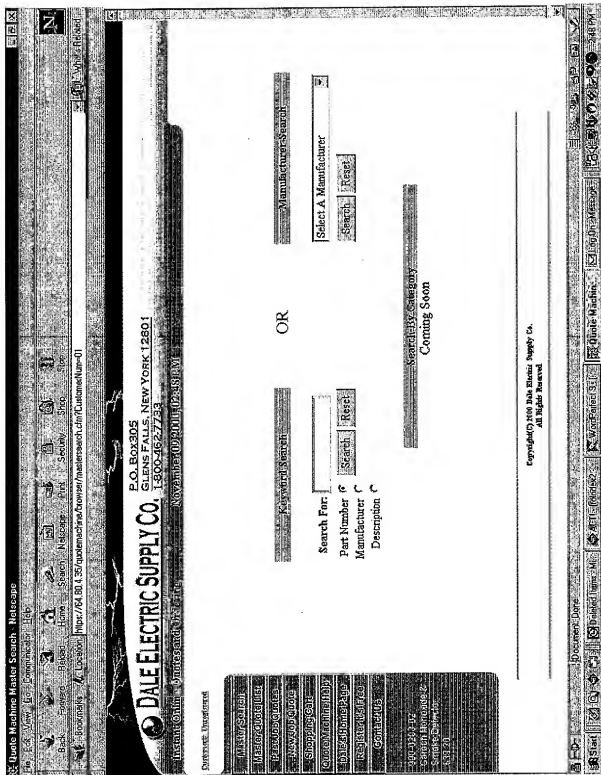


FIG. 6

Master Quote List - Netscape
File Edit View Go Command Window Help
Back Forward Home Search Netscape Print Stop
http://64.81.135/quote/mhmr/rev0/masterlist.cfm www.hill.com

DALE ELECTRIC SUPPLY CO.
P.O. BOX 305
GLEN FALLS, NEW YORK 12801
1-518-465-7733
Instant Online Quotes and Orders November 07/2000 10:40 PM

Customer: 412171124

Master Quote List
Past Jobs Quotes
New Jobs Quotes
Shopping Cart
Quote Match and Tip
Quote History Page
Cancel All

6609 - Lector 6-F
Pages 66 \$7.40
Tax \$1700 per Y
Total \$7200

Master Quote List - Netscape
File Edit View Go Command Window Help
Back Forward Home Search Netscape Print Stop
http://64.81.135/quote/mhmr/rev0/masterlist.cfm www.hill.com

Instant Online Quotes and Orders November 07/2000 10:40 PM

Master Quote List
for
JESSICA ROSE DELONG

Item Number	Description	Price	Action
10000-PW	REMOTE DIMMING WHITE DETAILS	\$17.14 / EA	Add to a Job Delete from List
10000-PW	REMOTE DIMMING WHITE DETAILS	\$17.14 / EA	Add to a Job Delete from List
6998-1	RECEPT 15A GFI DUPLEX IVORY DETAILS	\$3.00 / EA	Add to a Job Delete from List

Search for Item
Add to Quote

98
100

Master Quote List - Netscape
File Edit View Go Command Window Help
Back Forward Home Search Netscape Print Stop
http://64.81.135/quote/mhmr/rev0/masterlist.cfm www.hill.com

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Search for Item
Add to Quote

98
100

FIG. 9

Item Item Pricing Level Volume Discounts given after a certain Volume of Items Purchased (Assume 100 for each Item)	Person A	A	B	C	D	E	F	G	H	I	J	K	L
	1300	0	180	200	250	40	90	30	10	20	0	30	
	Total	1300	0	180	200	250	40	90	30	10	20	0	30
	Group	A - B Group											
Group Group Pricing Level Volume Discounts given after a certain Volume in Group Purchased (Assume 500 for each Group)	Person A	A - B Group											
	1300	1680											
	Total	1680											
	Group	A - B Group											
Master Group Additional Group Pricing Volume Discounts given after a certain Volume in Group Purchased (Assume 2000 for each Additional Group)	Person A	A - F Master Group											
	1300	1970											
	Total	1970											
	Group	A - F Master Group											
Total Order Order Pricing Level Volume Discounts given after a certain Volume in Order Purchased (Assume 5000 for each Order)	Person A	Total Order											
	1300	2150											
	Total	2150											
	Group	Total Order											

FIG. 10

Co-op Buying

Item	A	B	C	D	E	F	G	H	I	J	K	L
Item Pricing Level	Person A	Person B	Person C	Person D	Person E	Person F	Person G	Person H	Person I	Person J	Person K	Person L
Volume Discounts given after a certain Volume	100	1000	0	0	0	0	0	0	0	0	0	0
of Items Purchased	300	0	50	50	0	0	0	50	50	0	0	100
(Assume 100 for each Item)	500	50	30	40	90	0	500	0	10	10	50	100
	200	100	0	0	0	0	50	0	700	40	80	50
	2400	1150	260	290	340	90	590	780	110	110	100	300

Group	Coop A - C Group	Coop D - F Group	Coop G - I Group	Coop J - L Group
Group Pricing Level	Person A	Person B	Person C	Person D
Volume Discounts given after a certain Volume	1480	1100	130	0
In Group Purchased	350	50	100	100
(Assume 500 for each Group)	380	130	510	180
	300	50	740	200
	3810	720	1480	510

Master Group	Coop A - F Master Group	Coop G - L Master Group
Additional Group Pricing	Person A	Person B
Volume Discounts given after a certain Volume	1970	1100
In Group Purchased	400	200
(Assume 2000 for each Additional Group)	710	670
	350	940
	4530	1980

Order	Coop Total Order
Order Pricing Level	Person A
Volume Discounts given after a certain Volume	2150
In Order Purchased	1100
(Assume 5000 for each Order)	800
	1380
	1280
	6520

FIG. 11

	122A	122B	122C	122D	122E	122F	122G	122H	122I	122J	122K	122L	122M
Item Unit	A	B	C	D	E	F	G	H	I	J	K	L	M
Each Price (Dollars)	10	11	12	150	250	200	600	780	400	20	40	80	800
Each Weight (Pounds)	1	2	1	10	12	11	50	45	30	100	120	130	25
Quantity Ordered	10	5	4	3	1	0	4	10	3	100	0	80	1
Dollars Ordered	100	55	48	450	250	0	2400	7800	1200	2000	0	6400	800
Weight Ordered	10	10	4	30	12	0	200	450	90	10000	0	6600	25
Item Volume Measurement	\$\$\$	\$\$\$	\$\$\$	Quantity	Quantity	Quantity	Quantity	Quantity	Quantity	Pounds	Pounds	Pounds	Quantity
First Item VDT	100	100	100	5	5	10	5	5	5	1000	2000	1000	5
Second Item VDT	160	175	125	10	10	20	10	10	10	2000	5000	5000	10
Third Item VDT	200	225	150	30	25	50	25	20	30	5000	10000	10000	20
Total Item Volume Ordered	100	55	48	3	1	0	4	10	3	10000	0	6800	1
Item Volume Threshold Obtained	1st	None	None	None	None	None	None	2nd	None	3rd	None	2nd	None

Second/Junior Group Unit	A - C Group	D - F Group
Quantity Ordered	19	4
Dollars Ordered	235	700
Weight Ordered	24	42
Group Volume Measurement	\$\$\$	\$\$\$
First Junior Group VDT	200	600
Second Junior Group VDT	300	1000
Third Junior Group VDT	1000	1500
Total Group Volume Ordered	203	700
Junior Group VDT Obtained	1st	1st

First/Senior Group Unit	A - F Group	G - I Group	J - L Group
Quantity Ordered	28	17	150
Dollars Ordered	608	11100	5000
Weight Ordered	66	740	16800
Group Volume Measurement	\$\$\$	Quantity	Pounds
First Senior Group VDT	800	15	6300
Second Senior Group VDT	1300	30	15000
Third Senior Group VDT	2000	100	50000
First VDT Rank	1	5	10
Second VDT Rank	3	30	20
Third VDT Rank	5	15	30
Total Group Volume Ordered	608	17	16800
Group Volume Threshold Obtained	1st	1st	2nd
Group Rank Obtained	1	5	20

Master Group Unit	A - I Master Group
Quantity Ordered	40
Dollars Ordered	12063
Weight Ordered	885
First Master Group RDT	5
Second Master Group RDT	10
Third Master Group RDT	20
Master Group Rank Total	6
Master Group Rank Threshold Obtained	1st

Total Order	Total Order
Quantity Ordered	191
Dollars Ordered	17553
Weight Ordered	17331

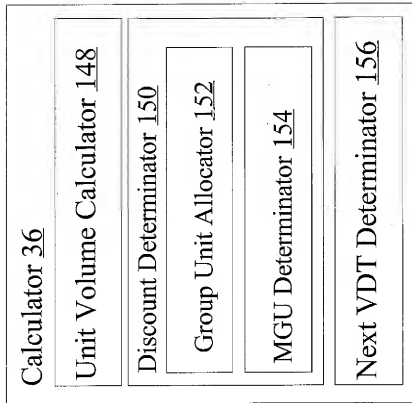


FIG. 13